

LIFESTYLE OF THE LADY CEO

Silke Endress™

INTERNATIONAL PROFESSIONAL WOMEN'S MAGAZINE

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Jackie Bozzuto, Esq
Success by Design
Featured Executive

In The Pursuit of Excellence

On The Cover:

LANI HAY, CEO
LANMARK TECHNOLOGY

*One of the most respected
businesswoman in Washington, DC*

7 SUCCESSFUL CEO'S
HELPING WOMEN IN BUSINESS
MOTIVATING YOUNG
ENTREPRENEURS AND
BEING THE FIRST WOMAN...

Silke Endress Man
STUART NEWMARK,
SENIOR VP OF OPERATIONS
THE KESSLER COLLECTION
CREATING INSPIRING PLACES



In The Pursuit of Excellence



Mission Statement: "To build upon its trusted name in industry, and to continue its partnership with community, by providing exceptional products and services to clients via an ethical employee-oriented company."

Philosophy Statement: LMT strives to create a symbiotic partnership between Industry, Government, and Community.

Lani Hay is the President and CEO of Lanmark Technology (LMT), Inc.

Headquartered in Fairfax, VA, LMT is an SBA 8(a) certified, Woman-owned, Service-Disabled Veteran-owned, Small Disadvantaged Business providing the full range of information technology services, program management oversight, and administrative and management support to clients in the federal government and commercial sectors.

Born and raised in Manassas, Virginia, Lana was very outgoing and the classic over achiever in high school. When asked who inspired her, Lani shared with Silke Endress the character, skills, and uniqueness of these great brands.

- 🚩 Shirley Chisholm - inspired Lani to enter into politics;
- 🚩 Oprah Winfrey- demonstrates how in one lifetime you can build your life up from nothing;
- 🚩 Queen Noor of Jordan - epitomizes diplomacy, intelligence, and grace;
- 🚩 Madonna - pushed the envelope regarding women's sexuality
- 🚩 Bill Gates - shifted paradigm on how philanthropy and business can partner Together
- 🚩 Nelson Mandela - went to prison though it never broke his spirit, but focused on how reconciliation and negotiation would lead the transition to a multi-racial democracy in his country;
- 🚩 David Robinson - Introduced the Naval Academy to Lani;
- 🚩 Malia Jones - World Champion surfer and model who always remained centered;
- 🚩 Princess Bernice Pauahi Bishop - Hawaiian Princess who established an educational trust for Hawaiian children
- 🚩 Mary T. Hay - Lani's mother, demonstrated strength, never quit spirit, and business sense
- 🚩 Ms. Hellwig - Lani's 3rd grade teacher who first believed in Lani as a student



As a teenager Lani dreamt of becoming Blue Angels first female pilot. Holding on to her dreams, Lana joined the United States Navy, as a **Naval Intelligence Officer**. As an Air Intelligence Officer (AIO) for a Patrol Reconnaissance Squadron in Kaneohe, HI, she analyzed, assembled, and disseminated intelligence information for squadron aircrews and carrier air groups by providing operational assessments and briefings on time critical subjects.

Lani spearheaded, researched, and evaluated new exploitation techniques providing advanced development support for state-of-the-art prototype hardware and software equipment.

As an aircrew member who earned her Observer wings, Lani has over 200 hours of special flight time supporting sensitive reconnaissance missions on board the U.S. Navy's P-3 Orion, and is an acknowledged expert on patrol reconnaissance operations and overhead collection assets.

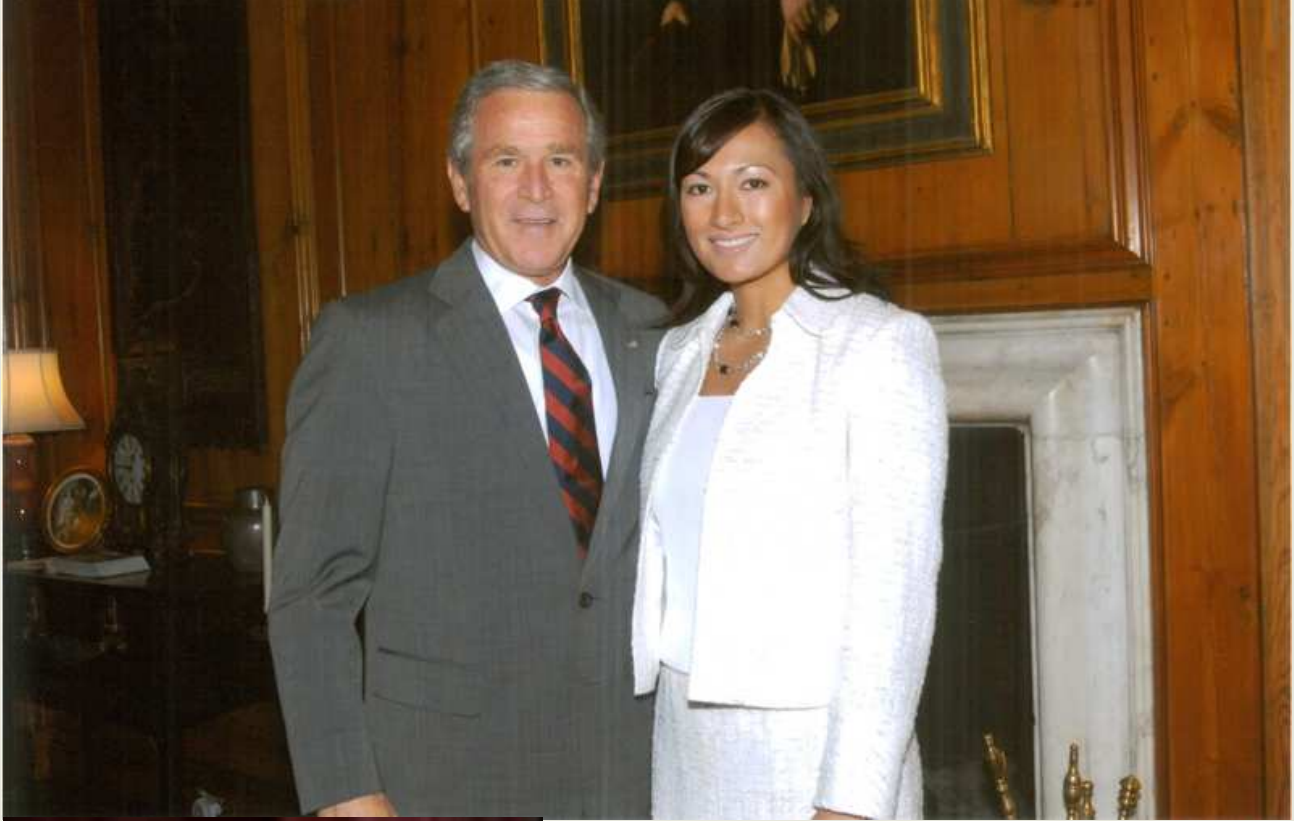
She is also a recognized tactical intelligence expert in European, Middle Eastern, and Far Eastern military operations.

Lani provided in-theatre operational and tactical support of Operation Desert Fox and Operation Southern Watch. She also provided direct support of operational and tactical units during Operation Noble Anvil, the American Component of Operation Allied Force (the [Kosovo War](#)).

She concluded her operational tour as an AIO in support of several reconnaissance missions in the Asian/Pacific Region.

Additionally, Lani has served as a **Force Protection/Anti-terrorism Officer, Top Secret Control Officer, Security Manager, a Foreign Attaché Liaison Officer** for the Chief of Naval Operations, and as the **Deputy Director** for Training Development at the Navy and Marine Corps Intelligence Training Center, Damneck, VA.

Today, Lani Hay is the President and CEO of Lanmark Technology (LMT), Inc. Headquartered in Fairfax, VA, LMT is an SBA 8(a) certified, Woman-owned, Service-Disabled Veteran-owned, Small Disadvantaged Business providing the full range of information technology services, program management oversight, and administrative and management support to clients in the federal government and commercial sectors.

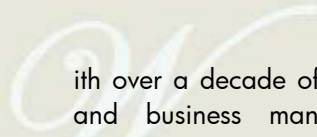


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With over a decade of experience in the areas of military intelligence and business management, Ms. Hay has grown Landmark Technology (LMT), Inc. from a one-woman consulting firm to a highly regarded, employee oriented, multi-million dollar technology business enterprise providing services, and systems strengthening the Federal Government.

Under Ms. Hay's leadership, LMT has rapidly become a recognized name that federal agencies and industry leaders have grown to trust to deliver cost effective solutions through sound business practices.

LMT's clients include Federal Defense and Civilian Agencies, State and City Government offices, and several commercial clients to include small businesses and Fortune 500 companies.

In 2007, Ms. Hay expanded upon her entrepreneurial and philanthropic passions by incorporating One Voice Solutions, LLC, an innovative technology based directory publishing company, and Blak Lava, LLC, a one stop telecommunications solutions provider, and One Voice Hawaii, a nonprofit organization serving the Native Hawaiian community.

Ms. Hay's leadership, hard work, ethical business practices and dedication to growing an efficient customer-oriented organization has led to recognition through several awards, including the National Association of Professional Asian American Women's (NAPAW) 2003 Outstanding Small Business Award.



TRENT'S SOLUTIONS

Your Accessory Solution



As a woman, Lani faced many challenges in her predominately male oriented field of business, however with vision, determination and a desire to succeed, Lani stayed on course.

She had a clear understanding that the military, like many organizations, was slow to incorporate a different way of doing business in a way that is inclusive of the needs of all of its members.

This led Lani to search for a way to find a means to create and contribute to a world in line with her vision and her commitment to service. As a result, she turned to education to help launch the next phase of her life.

In 2005, LMT was honored as the Asian American Business Roundtable's (AABR) *Service-disabled Veteran-owned Small Business of the Year*, recognized as Deloitte's *Technology Fast 50 Rising Star*, ranking second in the state of Virginia, and was also recognized in the Deloitte *Technology Fast 500* for the North American Region.

Additionally, Ms. Hay was named the Minority Business and Professionals Network's (MBPN) *Distinguished Minority Woman in Business* and was listed as one of its *50 Influential Minorities in Business*.

In 2006 the Small Business Administration (SBA) nominated LMT for the *Minority-owned Business of the Year Award*, naming LMT the SBA Washington District Office *Minority-owned Business of the Year*, and Women Impacting Public Policy (WIPP) recognized LMT as one of the *Top Five Fastest Growing Women-owned Businesses in America*.



Also in 2006, *Minority Enterprise Advocate (MEA) Magazine* named LMT as one of America's "100 Fastest Growing Minority-owned Firms".

In 2007, the *Business Women's Network (BWN)* named Lani Hay its *Woman to Watch*, *Enterprising Women* honored Ms. Hay with its *Enterprising Woman of the Year Award*, *Office Depot* named Lani its *Businesswoman of the Year*, and the *Minority Enterprise Executive (MEE) Council* named Ms. Hay as one of the *Top 25 Most Powerful Minority Women in Business*.

Lani and LMT have been featured and profiled in many publications to include the *New York Times*, the *Washington Post*, the *Veteran's Business Journal*, and *Business Week*, *MEA*, *CEO Initiatives*, *Enterprising Women*, and *SmartCEO Magazines*.

She was also featured on the *WJLA, ABC 7 News "Working Women"* series highlighting the accomplishments of the country's most revered women. Lani has demonstrated a strong commitment to giving back to and serving her community, country and the global community.

Silke Endress: What is your hobby and favorite place of travel?

Running, Surfing--Hawaii

Silke Endress: Lani, define leadership from the eyes of a Lady CEO.

Leading, achieving, creating change, and inspiring others to dare to dream and define their own success.